

## Message Text

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ORIGIN OPIC-06

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-07 COME-00 /036 R

DRAFTED BY OPIC/ID/NEA:FMCLJOHNSTON:JC

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R 312130Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS

AMEMBASSY NICOSIA

AMEMBASSY TEL AVIV

UNCLAS STATE 216033

E.O. 11652: N/A

TAGS: OTRA, EINV

SUBJECT: OPIC-SPONSORED MEDITERRANEAN CROSSROADS  
CONFERENCES

REF: STATE 197459, TEL AVIV 5832

1. SUMMARY: NOTWITHSTANDING AN EXTENSIVE SOLICITATION  
EFFORT BY OPIC, U. S. INVESTOR INTEREST IN ,MEDITERRANEAN  
CROSSROADS CONFERENCES, TO GREECE, CYPRUS AND ISRAEL IN  
OCTOBER HAS BEEN DISAPPOINTING AND INSUFFICIENT TO JUSTIFY  
PROCEEDING WITH MISSION AS SCHEDULED. OPIC WOULD  
APPRECIATE EMBASSIES ADVISING APPROPRIATE HOST GOVERNMENT  
OFFICIALS OF THE NECESSITY OF POSTPONEMENT AND REQUESTS  
EMBASSY COMMENT ON ADVISABILITY OF OPIC OFFICIAL(S) VISITING  
TO DISCUSS DIFFICULTIES ENCOUNTERED AND RESCHEDULING OF  
MISSION OR ALTERNATIVE PROPOSALS FOR ATTRACTING U. S.

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PRIVATE INVESTMENT.

2. NET RESULTS OF MASS MAILINGS TO OPIC CLIENTS, BROAD PUBLICITY, AND EXTENSIVE DIRECT TELEPHONE SOLICITATIONS FOR PARTICIPATION IN PROPOSED MISSION, ARE EXTREMELY DISAPPOINTING TO OPIC. INTEREST IN SCHEDULED MISSION IS INSUFFICIENT TO YIELD EITHER A BREAK-EVEN PROGRAM OR A LARGE ENOUGH NUMBER OF PARTICIPANTS TO WARRANT HIGH-LEVEL

TREATMENT NORMALLY ACCORDED OPIC MISSIONS BY HOST GOVERNMENT OFFICIALS AND LOCAL BUSINESS COMMUNITY. ACCORDINGLY OPIC WILL NOT PROCEED WITH PLANNED MISSION AS SCHEDULED.

3. OPIC IS REVIEWING RESULTS OF SOLICITATION EFFORT TO DETERMINE MAJOR FACTORS WHICH MAY HAVE CONTRIBUTED TO MEAGER RESPONSE. IN GENERAL IT APPEARS THAT MANY FIRMS WHICH MIGHT OTHERWISE HAVE PARTICIPATED WILL NOT BECAUSE OF (1) EXECUTIVE SCHEDULING CONFLICTS (PRINCIPALLY BUDGET AND PLANNING SESSIONS), (2) PREVIOUS FAMILIARITY WITH ONE OR MORE OF THE MISSION COUNTRIES THROUGH EXISTING INVESTMENT OR FREQUENT TRAVEL, (3) CURRENTLY RESTRICTIVE COMPANY POLICIES GOVERNING NEW FOREIGN INVESTMENT DUE TO BUDGETARY CONSTRAINTS AND DECLINING DEMAND, (4) UNSETTLED CONDITIONS IN THE AREA, AND (5) CONFLICTING BUSINESS INTERESTS. BASED ON INFORMATION GAINED IN ITS SOLICITATION EFFORTS AND THE ATTITUDES OF THE GOVERNMENTS INVOLVED, OPIC PROPOSES TO CONSIDER RESCHEDULING MISSION TO ISRAEL AT EARLIEST POSSIBLE DATE WITH EITHER SEPARATE MISSION TO GREECE OR CYPRUS OR OTHER PROGRAM SUCH AS INVESTMENT SEMINAR TO PROMOTE PRIVATE INVESTMENT IN GREECE AND CYPRUS.

4. OPIC WOULD APPRECIATE ADDRESSEE POSTS CONVEYING SUBSTANCE OF ABOVE TO APPROPRIATE HOST GOVERNMENT OFFICIALS AND OTHER INTERESTED PARTIES, AND ADVISING OPIC WHETHER VISIT BY OPIC OFFICIAL(S) FOR FURTHER DISCUSSIONS OR EXPLANATIONS IN NEAR FUTURE WOULD BE NECESSARY OR APPROPRIATE. ROBINSON

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
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**Subject:** OPIC-SPONSORED MEDITERRANEAN CROSSROADS CONFERENCES  
**TAGS:** OTRA, EINV, US  
**To:** ATHENS  
NICOSIA  
MULTIPLE  
**Type:** TE  
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